

252 ARMS OF NORTH AMERICAN INDIANS,  
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To allure the people to speech, if you will have any of the people to come aboard your ship,\*hang out some white cloth upon a staff, for it is a sign of amity.

If you will bargain for ware with them; leave the things that you will sell upon the ground, and go from it a pretty way off. Then will they come and take it, and set down such wares as they will give for it in the place: and if you think it not sufficient, leave the wares with signs that you like it not; and they will bring more until either they or you be satisfied, or will give no more. Otherwise you may hang your wares upon a long pole's end; and so put more or less on it, until they have agreed on the bargain,

When they go to the wars, they march in battle [ar]ray two and three in a rank.

Their trumpets, they do make of certain beasts' [*elephants\** in MS.] teeth. They have a kind of drum, which they make of beasts' skins. They have shields and targets of the skins of beasts, compassed with willow twigs; and being dried, they are strong and defensible.

Their weapons are darts headed with iron : the heads are two fingers broad, and half a foot long, which are fastened within a socket.

They have also short bows strung with the bark of trees, being half an inch broad, and the arrows are of bone, a yard long, nocked and headed with silver and bone. Their arrows are of small force within a stone's cast of them, and you may put them by, with a staff, a pretty way off.

They have short broad swords of black iron, of the length of a yard, or very near an ell; bearing edges thicker than backs of knives : somewhat like the foils in our fence schools,

They have crooked knives of iron, somewhat like a wood-knife or hanger; wherewith they will carve excellently both in wood and bone.

Their Ensign [*flag*] is a horse's tail, with glass or crystal In some of them; being dyed in sundry colours, as red, yellow, green, &c.

The people in those countries are professed enemies to the Cannibals or man eaters. The Cannibals do mostly inhabit between Norumbegc and Barimuthe\* They have teeth like dogs' teeth; and thereby you may know them.